

## Block confirmation close to last stage

U.S. Agriculture secretary-designate, John Block, delighted supporters and appraised some critics last week in his formal debut on Capitol Hill during confirmation hearings before the U.S. Senate Agriculture Committee, according to CNS.

Block said he intended to convince consumers that "American agriculture has

(Continued on page 8)

## Carter to renew Soviet grain halt

The Carter administration has decided to renew the U.S. grains embargo against the Soviet Union, although they believe the embargo technically did not expire on its Jan. 7 anniversary date, according to Commodity News Service (CNS).

There is no doubt that current export restrictions against the USSR will be maintained, government sources said.

When Carter halted exports of U.S. commodities to the Soviet Union in retaliation for its invasion of Afghanistan, he invoked different sections of the Export Administration Act to embargo technical and agricultural goods.

(Continued on page 8)

## Comments

challenge to capture more of beef's percentage of the nation's meat market set off what could well be one of the most important conferences of this decade, the National Beef Grading Conference, held last week at the University of Iowa, Ames. In his report the opening speakers, Livestock reporter, Ron Kirk, began with the swing:

"Relatively low prices, marketing positions and better feeding of consumer needs were reasons even for recent improvements in the sales demand of poultry and pork, according to industry experts."

"Because of increased use of those meats, beef had to fight for its place as the leading source of protein in this country," Iowa State University Extension Livestock Specialist William Siple said. "Concurring in his comments, Harry, vice president and corporate economist for Mayer and Co., told conference that pork industry communications and promotion has resulted in significant changes in pork production during the past two decades and that this has been essential in helping pork from becoming a minor part of the meat market."

He said that the emergence of vegetable oils after World War II left pork producers with a major problem of reducing the type of over-fat hogs that had been bred for large lard production.

But the pork industry was successful in changing the type of hogs produced through breeding, the development of live and carcass grading standards, packer live weight merit programs that offered economic incentives for lean hogs, he said.

"The meat industry must adapt to demand changes," Luby said, indicating the need for smaller portions and longer shelf life as the average household continues to shrink."

Earlier this year, a FDA investigation found more than 50 firms of intention to prosecute them for alleged DES misuse. The notification then gave the firms an opportunity, by verbal or written hearing, to tell the FDA why they should not be prosecuted.

At the biggest challenge to poultry's share of the market has increased to 6% from 18%, while red meat's share has slipped to 4% from 88%, and by the end of 1981, per capita meat consumption will be more competitive to that of pork."

DICK CHAMBERS

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AN ANXIOUS WAIT—As the National Western Stock Show opening date approached, cattle pens began to fill to capacity at the Denver stockyards last week. This feeder calf awaits his day in the spotlight, like others now in the yards. The feeder steer calf show gets underway during the 75th National Western one week from tomorrow, Jan. 20. (Staff photo)

### Fourth winner:

## Colorado man receives honored Litton award

Cecil Hollbusch, Aurora, Colo., has been named the 1981 recipient of the Jerry Litton Memorial Award for Achievement in Agriculture.

The sward—which has become the top award presented during the National Western Stock Show—will be presented at a banquet honoring the winner Jan. 20 in the historic National Western Club "on the hill" at the

Hearings on DES nearly done: FDA

The U.S. Food and Drug Administration's hearings on alleged misuse of diethylstilbestrol in cattle are nearly finished, an FDA spokesman said.

The hearings were held so that firms accused of using the drug after the Oct. 31, 1978, ban could give reasons why the FDA should not prosecute them, according to CNS.

In the past four months, the FDA notified more than 50 firms of intention to prosecute them for alleged DES misuse. The notification then gave the firms an opportunity, by verbal or written hearing, to tell the FDA why they should not be prosecuted.

Earlier this year, a FDA investigation found more than 425,000 head of cattle illegally implanted with DES and nearly 1400 head illegally fed the drug. More than 300 feedlots were found to have implanted or fed DES.

The hearings were held at the local FDA field office in each firm's area, the spokesman said. After a hearing, each field office will recommend to the Bureau of Veterinary Medicine in Washington, D.C., whether to continue the case he said.

DICK CHAMBERS

## WESTERN LIVESTOCK JOURNAL

A CROW PUBLICATION

News • Trends • Sales • Shows • Markets

January 12, 1981

Central Edition

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## Bankers, ranchers, brace for rocky ag finance road of '80s

By MARTHA WILLIAMS

Both bankers and the farmers and ranchers they serve face some major changes and challenges in the 1980s. Western Livestock Journal made an informal survey of bankers across the country and found most of them braced for increased competition, continued inflation, and merciful interest rates.

Jim Eatherly, president of the First National Bank of Tonkawa, Okla., and a member of the American Bankers Assn. (ABA) ag committee, charges that the major banks have not

committed enough funds for agriculture.

"In Oklahoma agriculture is the number one business, but the big banks' senior management is not making decisions that give agriculture its fair share."

Many small banks can't go higher than a \$250,000 loan, Eatherly continued, and if major banks would buy part of the loans to make up the slack, it would help.

"Inflation has torn farmers to pieces," says Eatherly, "but ag products are one of the major ways to maintain a balance of

payments." Eatherly says that "the debt many farmers and ranchers will have to maintain to generate sufficient income is incredibly high... out of proportion to increased income potential."

"There's a continued rough road ahead for cattle people," predicts Willis G. Candler of the Tri State Bank and Trust in Idaho, who is also on the ABA ag committee. He's in a strong

(Continued on page 8)

### From the novelty file:

## A government program that worked

"You could say this is one government program that worked."

The words are Don Nelson's, information officer for USDA's screwworm laboratory in Mission, Texas. Nelson's comment came with the announcement that the screwworm eradication operation that he helped put itself out of business.

The U.S. and northern Mexico are virtually free of screwworms, reports USDA, making unnecessary the Texas plant, which produced sterile screw worms to break the life cycle of normal screwworms.

Nelson notes that all production of screwworm flies has been halted and existing sterile screwworms have been moved to Tampico, Mexico, for distribution. Screwworm infestation of cattle remains a serious problem in southern Mexico.

New screwworm strains will continue to be developed for Mexico in Fargo, N.D., in a biologically secure facility. There, notes Nelson, the cold weather each winter will kill any flies that might possibly escape.

Larvae of the screwworm fly feed on living flesh in wounds of warm-blooded animals. Damage estimates caused by the screwworms ranged as high as \$10 million in the Southwest before eradication efforts were begun, according to USDA.

NEWSPAPER (priority handling)

NEWSPAPER (priority handling)

## Last year leftover debt may burden '81 profits

The nation's farmers and ranchers during 1980 took a drubbing. Pork and poultry products' prices were often below production costs. Cattle prices were disappointing. Major financial problems were wrought by tight money and spiraling interest rates. And on top of that, drought and heat took a heavy toll on summer and fall crops.

That's the assessment of the USDA, whose analysts say farmers in drought-stricken areas will enter 1981 "heavily burdened with debt because of the need to obtain extensions and renewals of existing debts."

"Wul ole hoss, I didn't specially care for you or that calf, but I shore wish you'd bring that new rope back!"

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the are "expected to be lower, on the average, than this year's rate."

Meantime, farmers are having to cope with income off about 25% from 1979, agricultural economists say. But the outlook for 1981 is much better. Major financial problems were wrought by tight money and spiraling interest rates. And on top of that, drought and heat took a heavy toll on summer and fall crops.

That's the assessment of the USDA, whose analysts say farmers in drought-stricken areas will enter 1981 "heavily burdened with debt because of the need to obtain extensions and renewals of existing debts."

While interest rates are expected to remain high in 1981, USDA analysts say farm income generally will be up, the USDA says hog

and poultry producers' income will improve "only marginally."

For farm equipment dealers and other dependent on farmers, the outlook for 1981 is also improved, says the USDA. Farmers' gross investment in 1980 was only \$12 billion as they

postponed purchases of capital items because of high interest rates and income. But in 1981, figure should rise from \$12 billion to nearly \$14 billion.

People usually get what comes to them—unless it's mailed.

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JOHN W. WELCH



GEORGES SPENCER

## Former NCA staffers begin new commodities operation

George S. Spencer and John W. Welch have announced the formation of a new company, Summit Cattle Enterprises, Inc. The Denver-based firm, a joint venture with Bob Rufenacht of Phoenix, Ariz., will be involved in several aspects of the beef cattle business.

Spencer, who will be president of the company, was executive vice president of the National Cattlemen's Assn. (and the former American National Cattlemen's Assn.) for 10 years prior to resigning last August.

Welch, also a former NCA staff member, has been in cattle management, risk management and commodity brokerage work for the past three years. He will be vice president of the new firm.

Rufenacht owns and operates a commodity brokerage business, Rufenacht Commodities, and he is also involved in his own cattle operations.

Spencer said that a principal part of Summit operations will be a commodities office, as the Colorado branch of Rufenacht Commodities. The new company also will offer marketing management services for cattle producers and feeders. Services will include buying and selling cattle, forward contracting and hedging. In addition, Summit will provide order-buying services through one of Rufenacht's companies, Cactus Cattle Co.

Another activity will be the company's own pasturing and feeding of cattle. Summit Cattle services and operations will be national in scope.

The commodity brokerage services, Welch said, will involve all types of futures contracts, including grain, livestock and financial instruments.

Before joining the former AMCA in 1970, Spencer was in public relations and packing plant management positions with Swift & Co. Earlier he was a vocational agriculture teacher in his native Utah. When he resigned from NCA, Spencer indicated that he wanted to devote more time to his

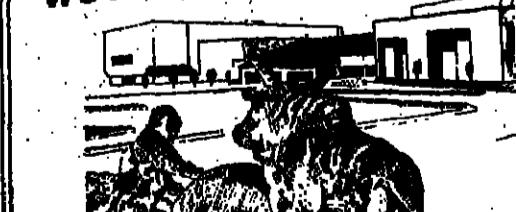
**Beef's number one**  
What was the number one seller in American supermarkets in 1979? Fresh beef, according to the industry magazine Supermarket Business. Consumers spent \$16.2 billion on fresh beef in U.S. grocery stores, compared to \$12.9 billion for the number one category, "provisions"—bacon, ham, sausages and cold cuts.

ELECTED—Myron Woolover

Woolver, a registered Angus breeder from Unionville, Mo., was elected president of the American Angus Assn. at the 87th annual meeting of delegates in Louisville, Ky. Woolever replaces Dave Pingrey, retiring president from Benton, Miss.

## 23rd Annual BLACK HILLS STOCK SHOW Jan. 31-Feb. 8

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## Report reactions cause market hog price drop

December's hog and pig report showed an inventory decrease of only four to six percent, not the ten percent predicted by many market analysts.

As a result of the emotional reaction to the report, market prices of hogs have dropped. A factor affecting the current market price of hogs is the number of heavy hogs being sold. Market weights are averaging 247-249 lbs. Only one other time in the last 30 years have weights averaged 247 lbs.

The National Pork Produc-

ers Council said that pork producers have not marketed hogs at optimum weights in anticipation of the further increases in

family and remain in Denver, while being involved in the livestock business.

Welch, an agricultural economics graduate of Texas A&M University, was with Cattle-Fax, the marketing analysis service associated with NCA, and with NCA for several years. Later he was with Triple G Feedlot, Brighton, Colo., in charge of risk management. Most recently he has been in cattle management and commodity brokerage, as a vice president of Taurus Corp., Boulder, Colo.

Donald L. Houston, administrator of USDA's Food Safety and Quality Service, said a circle-shaped mark is currently authorized for all imported meat products—regardless of the species of meat.

The proposal would stop the accidental or intentional substitution of horse, mule or other equine meat and meat food products for that of other species, such as cattle, sheep, swine and goats, Houston said.

Federal meat inspection regulations require official plants in this country to use hexagon-shaped inspection marks for equine products, with circle-shaped marks applied to other species.

"Today's proposal would carry over this same distinction to imported products as well, and

the proposal would help stop the accidental or intentional substitution of horse, mule or other equine meat and meat food products for that of other species, such as cattle, sheep, swine and goats, Houston said.

Another activity will be the company's own pasturing and feeding of cattle. Summit Cattle services and operations will be national in scope.

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According to Orville Sweet, executive vice president of NPPC, those producers being hurt the worst are the ones who let their hogs get too heavy. The same result applies to producers who let their hogs get too heavy in the future.

"After all," said Sweet, "an average 20-lb. lighter hog going to market will

have a greater effect on price than the predicted ten percent reduction in numbers."

The increased price of grain should also encourage marketing at lighter weights.

However, we are seeing a

much more disciplined industry than we saw a few years ago, said Sweet. Pork producers are more professional in their reactions to market aberrations today.

Cost of producing pork today is from \$47 to \$60 per hundredweight, depending

on the efficiency of the

operation and cost of

facilities.

Bill Buller, president of NPPC and a producer from Brookings, S.D., said,

"Pork producers should get current in their marketing as soon as possible and maintain lighter weights, preferably 220 lbs. This would not only reduce the surplus but provide a better product for the consumer while reducing the cost of production to the producer."

For openers, electrical

stimulation in slaughter

animals is a coming trend.

An electric current is

applied to the carcass after

slaughter and bleeding,

while the tissue is still

sensitive to electricity.

This results in more

tender beef as muscle

constriction occurs more

rapidly.

The small 500 lb. carcasses

are ideal for cattle that

finish out light.

So where you

finish cattle out at

depends on the carcass size.

It is more economical to

process these exotic breeds

than 800 lb. carcasses

to process 500 lb. carcasses as

much more tonnage can go

through the plant per day of

800 lb. carcasses.

Sparks pointed out that

the merchandising of beef

has been all but nonexistent.

Beef is and has been

the preferred meat in our

culture. This is such a basic

fact that we have depended

on our product to sell it.

"The consumer wants

and prefers beef, but at

relatively competitive

prices. Gradually our mar-

ket share is being lost to

other competitors. We must

look to improved, innovative

and sophisticated meth-

ods of merchandising."

Smaller weight carcasses

are ideal for small stores,

where you can fabricate the

carcasses into any size of

steaks and roasts accord-

ing to how the consumer wants them cut.

But, producers need

to produce more cheaply,

by portion cutting the

carcasses.

Sparks believes by using

electrical stimulation, that

overconstriction of the

muscle is eliminated and

thus extra fat cover will not

be necessary. He believes that lean, tender beef is the

product of the future.

Lighter carcasses are

another good bet. Proces-

sors prefer a 500 lb. carcass

because it is easier to

handle than an 800 lb.

carcass.

Lean beef is also more

economical for a family of

four, as the purchaser will

almost always buy four

small steaks instead of four

large steaks.

Smaller weight carcasses

are ideal for small stores,

where you can fabricate the

carcasses into any size of

steaks and roasts accord-

ing to how the consumer wants them cut.

The service will be

available from 11 a.m. to

midnight during the 1981

show dates.

Parking at Mile High

Stadium will be free.

Gray Line of Denver will

charge adults two dollars

and students (13 to 18 years old) one dollar for round-trip transportation. Children 12 years old and under will ride free.

Sylvester said the shuttle

bus service is being offered

because of insufficient

close-in parking space in

the area of the Coliseum.

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Lean beef is also more



**SCHOLARSHIP WINNERS**—Six national winners in the 4-H agricultural awards program receive congratulations from Ben H. Warren, president of International Harvester's Agricultural Equipment Group, and vice chairman of the board of trustees of the National 4-H Council, at the 50th 4-H Congress in Chicago. Standing with Warren in the front row, are Michael H. Philips (left), 19, Grenada, Miss.; Scott G. Buettner, 18, Carlock, Ill.; David D. Straw, 18, Cimarron, Kan.; and Michael A. Abati, 18, Hollyville, Calif. In the back row, are Jefferson P. Welch (left), 18, Fayetteville, Tenn.; and Todd M. Gardner, 19, Eckley, Colo. Each of the national winners received \$1000 scholarship from IH and its annual 4-H luncheon. For the past 26 years, IH has sponsored the agricultural awards program. This year, enrollment in the program topped one-million 4-H youths.

#### A sticky subject:

## Meat substitutes carry high cost; play havoc with "calorie budget"

Peanut butter may be one cheapo, but from a health standpoint eating meat substitutes can be expensive, according to Barbara Hicks, director of education for the National Live Stock and Meat Board.

Speaking recently to about 700 persons at the 62nd annual convention of the Indiana Farm Bureau in Indianapolis, Hicks said while other sources of nutrients can be cheap dollar-wise, they can be very expensive when it comes to calories.

"To maintain the proper body weight for good health, people should watch their 'calorie budget' just as closely as their food dollar budget," Hicks said. "In those terms, meat is an excellent buy because it provides many essential nutrients for the calories it contains. And with obesity our number-one dietary problem, this should be important in most American."

Hicks said red meats make a very positive contribution to the nutrient needs of humans. Foods from the meat group provide a good share of the daily requirements of protein, several B-vitamins and the minerals iron and zinc. Each of these nutrients serves a specific, vital function in the body.

Some people are predicting, Hicks said, that unless the meat industry can reassure the American public that red meat is a good value, eventually the public may tend to use red meat as "just a garnish or condiment at meals, rather than the basis of meals."

#### Population on farm continues to decline

The U.S. farm population is now estimated to be slightly less than three percent of the total nation's population, according to a report from the U.S. Department of Agriculture and Commerce.

At 6.2 million, the farm population is calculated to be down about four percent

dropping—even during the years the consumption of red meats was increasing.

"All the concern over animal foods and heart disease is still a matter of hypothesis, and yet the American people have been led to believe that animal foods cause heart disease," Hicks said. She said the cause or causes of heart disease are unknown, and there is no proof that lowering one's dietary cholesterol intake will lower one's chances of dying from heart disease.

Hicks pointed out that Americans are living longer, there's less infant and maternal death and we're closer to our genetic potential in stature than ever before in history. In addition, the rate of heart disease deaths has been

dropping—during the years the consumption of red meats was increasing.

"There's no sound reason not to eat a moderate amount of red meat," Hicks said. "It has been a part of our diet for centuries and should continue to be a key part of our diet for many more years to come."

Manager — Russel J. Berna, director of marketing for American Breeders Service, has announced the appointment of Steven J. Yawn as manager of training. In his position with ABS, Yawn will be responsible for all training in sales and A.I. herd management activities.

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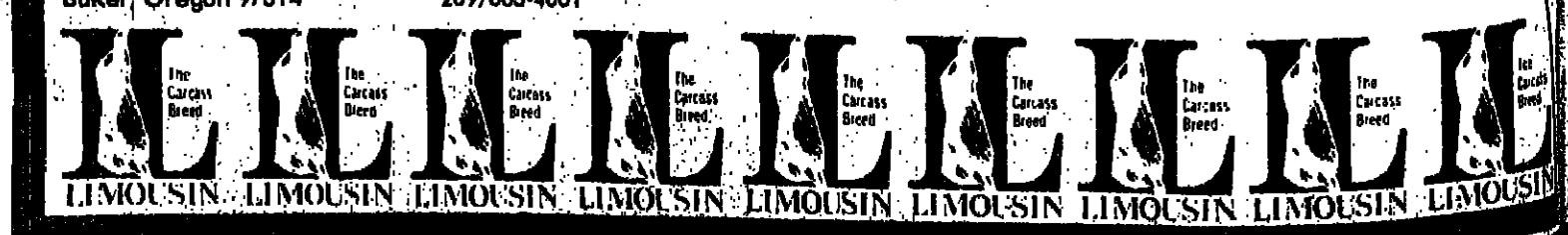
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#### Stomach research innovation:

## "Pop" go the stomach tops

George the steer may lose his job.

And that goes for other research animals across the country fitted, like him, with "pop-top" stomachs.

Mark Buettner, an agronomist at Oregon State University's Klamath Agricultural Experiment Station, believes he has found a way to obtain bovine digestive fluid—needed for laboratory tests of the digestibility of hay and other feeds—without using a plastic device called a fistula. For years, such devices have been surgically implanted in the sides of cattle to give animal scientists ready access to stomach fluids.

In the past, said Buettner, researchers have "just reached through the fistula,"

"I've been looking for a way to get away from the fistula," explained Buettner, "because it causes health maintenance problems for the people taking care of cattle and it's expensive. It runs about \$600 these days to have a veterinarian put a fistula in. Then you have to clean around the mouth of the fistula once a month to prevent infection."

Besides, he added, fistulated cattle, which normally are kept for 10 to 15 years,

are difficult to sell when a researcher no longer needs their services.

The OSU scientist developed his alternative technique for obtaining digestive fluid in numerous experiments with George, a fistulated steer that has been the Klamath Station's longtime source of digestive fluid, and experiments with a nonfistulated steer. Buettner, or an assistant, simply ran a small tube down the throat of the nonfistulated steer and pumped out the fluid they needed. George's fluid was used for comparisons.

The OSU scientist is convinced digestive fluid obtained through a cow's throat works as well in lab tests as fluid obtained through a fistula.

grubbed a handful of whatever's in there and squeezed the juice out."

The stomach fluid is used in laboratory experiments which simulate the digestive process and allow researchers to rate the digestibility of various forage products.

The OSU scientist is convinced digestive fluid obtained through a cow's throat works as well in lab tests as fluid obtained through a fistula.

The main trouble with going through channels is that we so often get stuck in a rut.

For further information, contact CCFA at 820-2333.

#### American Cattle Conference

Senator Malcolm Wallop (R-Wyo.) will be a featured speaker at the fourth annual American Cattle Conference sponsored by the Colorado Cattle Feeders Assn. (CCFA) on Jan. 17.

Wallop will address the luncheon session during the one-day seminar on the futures market. Wallop is a member of Senate Committee on Finance; Energy and Natural Resources; and the Select Committee on Intelligence. He is the incoming chairman of the Select Committee on Ethics.

"Senator Wallop is deeply involved in areas of paramount concern to the cattle industry," said Ben Houston, conference chairman. "His work in the areas of law reform, water, energy and grazing assure a presentation detailing issues of direct impact and growing import to our industry."

The American Cattle Conference, a one-day seminar for members of all facets of the cattle industry will be held Sat., Jan. 17, at the Denver Hilton Downtown. Registration at the door is \$30, and begins at 8:30 a.m. with the meeting beginning at 9:15 a.m.

For further information, contact CCFA at 820-2333.



MAN OF YEAR—Bill Wolfe (right), Bozeman, was honored as "Hereford Man of the Year" by the Montana Hereford Assn. during their annual convention and meeting in Miles City recently. Lorrie Peterson, Livingston, president of the MHA, makes the presentation.

#### Nebraska Hereford Assn.

Members of the Nebraska Hereford Assn. met in North Platte recently for their annual meeting and election of officers. Serving as president for the coming year will be Orville Boyce, Springfield. He succeeds Elvin Munn, Lincoln, as president of the some 200 members of the NHA. Boyce had served as vice president during the past year. Charles Schroeder, Palisade, was elected to the post of vice president, and Ron and Kay Morgan, Burwell, continue as secretary-treasurer.

Newly elected to serve on the board of directors were: Frank Munn, Waverly; Rich Johnson, Tilden; Dan Lee, Daingerhoff; Roger Cheneau, Kilgore; Lawrence Turner, Sparks; and Tom Sellman, Chadron.

#### Brush and Weed Control Conference

The eighth annual Range Brush and Weed Control Conference will be held Jan. 27-28 at the Howard Johnson Motor Lodge, Las Cruces.

During the program Bob Jones, an Otero County rancher, will cover a rancher's perspective of brush control. Roy Stovall, from BLM's East Roswell District, will speak on brush control in the district.

Researchers from Arizona, Texas and New Mexico will report on their latest research in brush and weed control on rangelands, says Jesse Gerard, extension farm and ranch demonstration specialist at New Mexico State University.

An informal session will be held Wed., Jan. 28. It will cover various aspects of noxious plant control. This session will be chaired by Dr. Jim Bob Grumbles of Dow Chemical.

The New Mexico Agricultural Chemical Conference, Jan. 28-29, will convene at the Holiday Inn de Las Cruces following the Range Brush Conference.



CORONATION—Kathy Martin, Miss Rodeo America 1981, in congratulated by John Milano, Resistol Hats president, following her coronation in Oklahoma City. Resistol Hats provides Miss Rodeo America a complete hat wardrobe for her year in office. Kathy captured the title after six days of competition in horsemanship, personality and appearance.

#### Colorado Hereford Assn.

The annual meeting of the Colorado Hereford Assn. was held recently with Bob Miller, Elizabeth, being elected to serve as president for the organization for the coming year. He succeeds Bart Strang, Meeker, at the helm of the 100-member organization.

Serving as vice president will be Gene Spangler, Coliran, with Lawrence Bartel, Mancos, serving as secretary-treasurer.

#### Pro Rodeo Cowboys Assn.

Stouffer's Denver Inn will again be the hub of National Western Stock Show and Rodeo activity this month, beginning with the 33rd annual Professional Rodeo Cowboys Assn., Jan. 12-15.

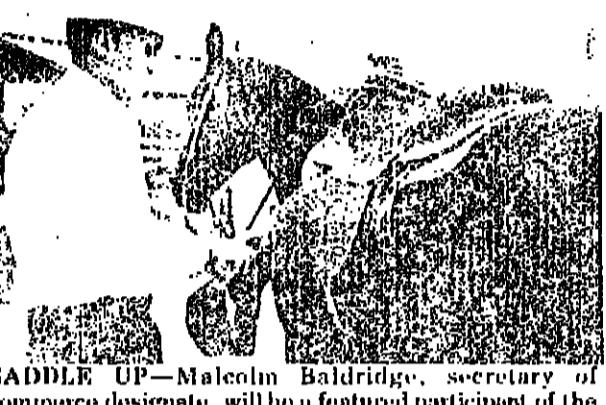
About 700 PRCA members and others who are involved in rodeo will gather at the hotel to plan the 1981 season and work on rodeo rules. The convention will be held just prior to the 1981 National Western Stock Show and Rodeo, Jan. 15-25.

Song writer Ed Bruce, best known for songs such as "Manana Don't Let Your Babies Grow Up to Be Cowboys," "See the Big Man Cry," and "Texas When I Die" will be featured during the convention's awards banquet, hosted by celebrity and rodeo competitor Bob Edwards.

All-Around World Champion Cowboy Paul Tierney and winners of the six divisions of rodeo competition will be honored at the banquet in Stouffer's Centennial Square. Winners will receive their trophies and saddles.

Malcolm Baldridge, the U.S. Secretary of Commerce designate, and a long-time rodeo competitor will be a featured guest Thursday night. He will also participate in the National Western Rodeo in the Team Roping event.

The PRCA board of directors and rodeo committees are scheduled to meet throughout the conference. Educational seminars and business meetings will be held. Also, PRCA directors will take office during the convention.



SADDLE UP—Malcolm Baldridge, secretary of commerce designate, will be a featured participant of the PRCA convention and National Western Rodeo this month.

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Denver, Colorado  
January 19-22, 1981

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AGA National Convention  
Inn at the Mart

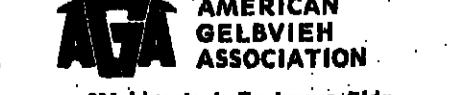
Wednesday, January 21

Pens of 3 Bulls Show  
1:00 p.m. Livestock Center Judging Arena

Thursday, January 22

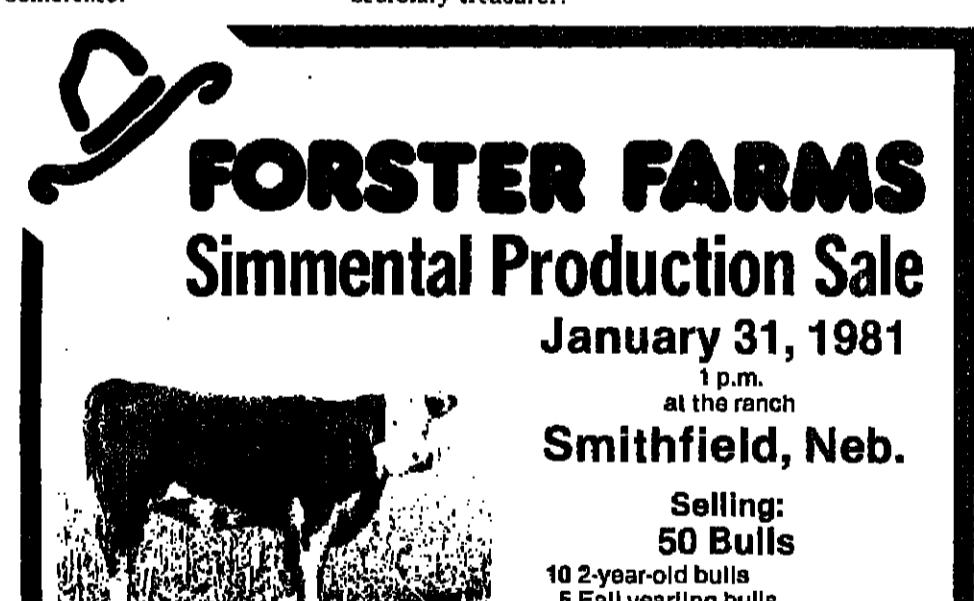
Gelbvieh Grand National IX Show  
8:00 a.m., Stadium Arena  
Gelbvieh Grand National IX Sale  
7:00 p.m., Beef Palace Auction Arena

For more information, contact:



AMERICAN  
GELBVIEH  
ASSOCIATION  
311 Livestock Exchange Bldg.  
Denver, Colorado 80216

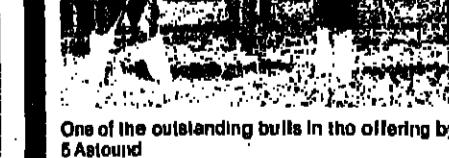
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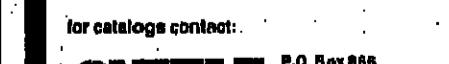
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# Bankers, ranchers, brace for rocky ag finance of '80s

(Continued from page 1) cow/calf area, but the bank also serves sheep people, and he says they, too, face problems.

"These are the kind of operations that can't be put on a holding pattern," Caudland commented, as he looked at the fluctuating interest rates. His bank is making six-month loans

because of the up and down in rates.

"They're taking a hard look at new ventures and concentrating on taking care of long-time customers." He was one of the few rural bankers who didn't feel they had lost a large proportion of loan deposits.

Most of the rural bankers cited loss of local deposits,

savings accounts, as a major problem. Eatherly also pointed out that other agriculture industries, such as custom combiners and crop sprayers who come in and contract for work, take a lot of money out of the community.

Eatherly feels a farmer can't pay more than 15% interest and stay in business charges.

Some farmers and ranchers are looking to leasing to ease the capital crunch, but most bankers WLI talked to do not see that as the "boom" industry some have predicted.

Ron Hays of the Ft. Morgan, Colo., Farmer's State Bank, says his bank has considered serving in an agent capacity for leasing equipment, but so far has only advised clients who want to lease. Center pivot irrigation systems have been the biggest item their customers have leased.

The result is that the accounts—called NOW, for negotiable order of withdrawal—will primarily benefit depositors who maintain high balances and write few checks. Minimum balance requirements will run from \$500 to \$1,500, and the terms and methods of computing interest will vary so widely that individual comparisons will be necessary to figure the best arrangement.

Hays warns to talk any lease agreement over with your banker, or lawyer, as it is difficult to understand all the ramifications of the many different kinds of leases.

Eatherly says that customers have to weigh the dollar value of a higher income security with the personal relationship and service they feel a bank can offer.

In commenting on the coming banking revolution, the Oklahoma banker said that "in the past periods of higher rates, rural savers have subsidized rural borrowers. Now this is history. . . . Future rural borrowers will pay rates of interest

reflective of the national money market." He predicts there will be many mergers, and some small banks quitting in the next few years. Variable loan rates will become the rule, rather than the exception, he feels.

Many of the bankers feel that the high rates will level down, and are beginning now, so that the peak may be past, but warn that rates will probably not recede to the lows they hit during the last interest rate cycle.

The result is that the

## Colorado man receives prestigious 1981 Jerry Litton Memorial Award

(Continued from page 1) Beef Foundation carcass cut-out contest held prior to the 1981 National Western Stock Show. The first carcass evaluation contest held in the country, it was instrumental in providing the cattle industry with the first retail yield chart showing percentage yield of each cut.



CECIL HELLBUSCH

Hellbusch is a member of the National Western Stock Show Assn., board of directors, and has served on the National Western Fed Beef contest committee since its beginning 17 years ago. He is also a charter member of the National Cattlemen's Assn., and during his career has

### Block confirmation close to last stage

(Continued from page 1) given Americans the best food buys" in the world. "I want to ensure that agriculture gets the recognition it deserves," he added.

After hearing the endorsements for Block from groups as diverse as the National Grange and the American Agriculture Movement, chairman of the Senate Agriculture Committee, Sen. Jesse Helms, R-N.C., told Block, "You've made an impressive appearance, I congratulate you on your forthright answers."

Despite the cordial reception it gave Block, the committee declined to approve his confirmation to the full Senate; pending receipt of his financial statement and a favorable report from the Office of Government Ethics, Helms scheduled a Jan. 18 hearing for a final committee vote on Block's nomination.

Block estimated his current debt at three to five million dollars on his 500-acre farm. He said that he and his father are members in an operating partnership that controls a portion of the farm and rents other portions from themselves, as individual owners.

A person reveals his character by nothing so clearly as the joke he

worked closely with the NCA Marketing Committee.

The Colorado native was also one of the organizers of the Mountain/Plains Meat Club. He continues as chairman of this informal club made up of individuals from all segments of the meat industry.

Hellbusch was honored with one of the first "Top Choice" awards given by the Colorado Cattle Feeders Assn. The CSU Alumni Assn. gave him its "Outstanding Alumni" Award in 1974.

A reception honoring Hellbusch will begin at 6 p.m. and dinner will begin at 7:30 p.m. Tickets are \$15.

### Carter to renew embargo

(Continued from page 1)

Shipments of agricultural commodities were restricted because of foreign policy and national security reasons, while exports of some technical goods were halted from foreign policy reasons only.

As the White House lawyers have interpreted the act, an embargo imposed for foreign policy reasons must be re-justified and renewed annually. An embargo imposed for national security reasons remains in effect until a presidential order abolishes it.

President Jimmy Carter has delegated his authority to renew all U.S. export restrictions to Commerce Secretary Phillip Klutznick.

The ultimate fate of the grains embargo in 1981 will be up to the Reagan administration after President-elect Ronald Reagan is inaugurated Jan. 20.

Thus, the grains embargo technically need not be reviewed, since it was

imposed for foreign policy and national security reasons. But, as USDA General Counsel Daniel Marcus pointed out, the administration has followed all of the foreign policy procedures with respect to the grains embargo, including submitting a report to Congress on the reasons for imposing it.

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January 21-22 • Denver, Colorado

Wednesday, Jan. 21

1 p.m.—South Devon Show, Stadium Arena  
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7 p.m.—Pre-Sale Banquet & Dance

Judge: James Linthicum Auctioneer: Ken Webster  
Sale Headquarters: Brown Palace Hotel, 303/825-3111

NORTH AMERICAN  
SOUTH DEVON  
ASSOCIATION

Red Angus plans enter final stages  
Plans are being finalized for the National Red Angus Show to be held on the hill in Denver, during the National Western Stock Show. Judging date for the show will be Jan. 17, Saturday, starting at 8:30 p.m. at 8:30 p.m. in the Stadium Arena.

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### Market Roundup:

## Analyst predictions: heavy future runs

DESPITE A SHARP RALLY in live cattle futures prices last week there appears to be a lid on where both futures and cash cattle prices will go. According to trade sources in a CNS report, there should be heavy runs, including some "tax cattle" and a persistent yield-grade 4 problem in the Corn Belt.

A relatively mild winter thus far has led to faster-than-expected weight gains and has blunted projections that the overfed backup would be erased by the New Year.

These problems in the cash cattle and dressed beef trades should limit advances, particularly in the nearby contracts. An additional blockage to upside movement in cattle futures prices will be a resistance line showing up on technicians' charts in the \$88 per cwt. for February. This technical resistance apparently held firm last week.

The mid-December collapse in the hog contracts lasted nine days instead of three days, and affected nearly all futures exchanges, including grains, financial instruments, precious metals and livestock.

### CENTRAL AUCTION ROUNDUP

(Reported by markets)

**MCKINLEY-WINTHROP LIVESTOCK COMM. CO., INC.**  
Dodge City, Kan., Dec. 31

2,167 head received. Feders, steers, md. frame 1-300-160 lbs.  
231-314, 400-500 lbs. \$34.50-  
\$61.00; 315-370 lbs. \$34.50-  
\$61.00; 371-425 lbs. \$39.00-  
\$70.75; 426-475 lbs. \$39.75-  
\$71.00; 476-525 lbs. \$39.75-  
\$71.00; 526-575 lbs. \$40.00-  
\$71.75; 576-625 lbs. \$40.00-  
\$72.00; 626-675 lbs. \$40.00-  
\$72.00; 676-725 lbs. \$40.00-  
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\$72.00; 826-875 lbs. \$40.00-  
\$72.00; 876-925 lbs. \$40.00-  
\$72.00; 926-975 lbs. \$40.00-  
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\$72.00; 1,376-1,425 lbs. \$40.00-  
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\$72.00; 5,276-5,325 lbs. \$40.00-  
\$72.00; 5,326-5,375 lbs. \$40.00-  
\$72.00; 5,376-5,425 lbs



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5,380 Acres irrigated hay and grain. 1980 long term development lease. \$125,000.  
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Display ads include \$2.00 PER  
INSERTION for cost of forwarding  
replies.

**RAY COX, Realtor**

"Your Land Man"

**PHONE: 916/823-5560**

"Anytime"

**8,300 Acre Cattle Ranch** \$1,850,000  
347 Acre Row Crop + \$1,500,000  
316 Acre Row Crop + \$1,265,000

Please call for details on above ranches and other larger cattle  
ranches.

**Al Pivetti**

370 Fifth St., Hollister, CA 95023  
PHONE: 408/937-5588

**CLOSING DATE—4:00 P.M. TUESDAY**  
...for issue mailed Friday and dated the following Monday.

**EASTERN OREGON RIVER RANCHES**

Two ranches separated by one mile of government land on state  
highway. 4 ways to divide to suit buyer. End up with 500 to 1,000  
cow units or farming units with alfalfa (producing 5,000 tons/year),  
wheat (300 acres planted to Stephens) and pasture for smaller cow  
unit. Each ranch has 2 homes, barns, shops, corrals, scales and  
other excellent improvements. Total acreage approximately 6,500  
acres including BLM. Priced from \$1,250,000 to \$3,250,000.

**OWNER: 503/523-6620**

**KLAMATH COUNTY RANCH**

2,000 Acres mil 900 irrigated, 500 springer, 400 flood, 4  
wells, 2, three bedroom homes, excellent shop, 2 hay sheds,  
machinery shed, feedlot, located 16 miles east of Klamath Falls,  
Oregon. Excellent all weather airport, schools and service very  
convenient. Priced to sell at \$1,200 per acre.

**GREAT BASIN REAL ESTATE COMPANY**  
1115 S. 4th St., Klamath Falls, OR 97601  
Office: 503/823-3441  
Bill Nonan, 884-7973, Evenings

**Create Interest!**

**GOOSE LAKE RANCH**  
Over 4,300 west coast acres  
consisting of 1,500 riparian  
fronting Oregon's Goose Lake  
and 2,800 deeded, making up  
one of Oregon's finest working  
cattle ranches. 480 acres of  
alfalfa and wheat under wheel  
line irrigation. Additional 220  
acres dry farm wheat, balance  
sub-irrigated pasture. Extensive  
water development and  
seeding recently completed.  
Good inventory of equipment  
included. 2, beautiful homes  
with outbuildings and corralles.  
\$2,250,000. Terms available.  
Also available, 19,000 bushel  
capacity granary and 38 acres  
pasture in the Goose Lake area.  
Principals only. Exclusively  
listed by:

**B & B REAL ESTATE**  
2042 Tully Rd., #1  
Hughson, CA 95228

**R.P. "Bob" McHugh**

Ranch Broker  
201 West Street  
Alturas, CA 96101  
PHONE: 916/233-3419  
or 233-9713, Mobil

**Put your advertising**

**message in**

**Western**

**Livestock Journal**

**80 ACRES**

Scenic beauty, pines  
and meadow pasture. 10  
acres irrigated hayland. 2  
wells, sprinkler lines, septic  
tank included. This is a dandy  
buy. \$74,500. Easy terms.

**800 ACRES**: Free water rights  
from Sprague River for 550  
acres. Permanent pasture and  
hayland, room for more  
development. Good corrals. Ex-  
cellent pine tree area for  
homesteads. This is a high gain area  
and priced right. Top duck and  
goose hunting. \$565,000.

**800 ACRES**: Approximately 200  
acres, irrigated, part alfalfa, part meadow. 400  
acres m/l dryland, 400  
acres Spring fed lake with big rain-  
bow trout. Highway frontage.  
Some good high ground for  
winter feeding and sheltered  
calving areas. Larger, older  
homes, outbuildings and corralles.  
\$475,000 with terms.

**RIVER RANCH**: 480 ACRES,  
free water, 450 acres irrigated  
in permanent pasture or hay-  
land. High gain area. Over mile  
river frontage for top fishing,  
duck and goose hunting. 3 bed-  
room home with view, barn,  
shop and bunkhouse. Good line  
of machinery included. This is a  
good buy. \$180,000. Terms.

**2,400 DEEDED ACRES**: Bordered  
by U.S. Forest and BLM grazing  
permits. Free water from river  
running through ranch plus 2  
high volume irrigating wells.  
Lots of water and approxi-  
mately 250 acres more can be  
developed. Approximately 950 acres plus  
under gravity irrigation, most in  
improved pasture or hayland.  
Paved road, school bus, mail  
service. Newer, 4 bedroom ranch  
home, machine shop, shop, 3  
barns, excellent working cor-  
rals and chutes. Ranch has  
scenic setting with many re-  
creational amenities. Close to  
wilderness area, fine fishing,  
antelope, mule deer, duck and  
goose hunting. Ranch will  
handle 600 cow units. This  
is a home operating ranch, will  
also handle 1,000 yearlings  
summer plus 300 cow units  
year around. A line of mag-  
nificent private land is included.  
All this for \$1,100,000. Some terms  
available.

**HOLMAN REALTY, INC.**  
4729 S. 6th St.,  
Klamath Falls, OR 97601  
PHONE: 503/824-1245

**RANCHCO REALTY**

1183 N.W. Wall St., Bend, OR 97701  
503/389-9128

**Ranch Sales • Pasture Management**

**PACIFIC****Farms and Ranches**

13 1,000 ACRE EA 11 EIRN Oregon  
ranch 1 miles to town. Approx-  
imately 450 acres in balance  
of land, grass & 40 ac. well  
on an acre. Owner: 503/767-  
9333. Best terms.

**Hugh F. McNamer**

Ranch Buyer

Acquisitions, appraisals, ex-  
changes, brokerage.

**Box 1073**

**Pendleton, OR 97801**

**PHONE: 503/278-2808**

**INTERMOUNTAIN**

**Farms and Ranches**

13 1,000 ACRE EA 11 EIRN Oregon  
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imately 450 acres in balance  
of land, grass & 40 ac. well  
on an acre. Owner: 503/767-  
9333. Best terms.

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**INTERMOUNTAIN**

**Farms and Ranches**

SOUTHWEST  
Farms and RanchesSOUTHWEST  
Farms and RanchesHAY, FEED, SEED 18  
FOR SALE Alfalfa delivered anywhere, small load hay truck and 55-gal. Call 303/741-2957.

## 1,000 TONS ALFALFA

Good green leafy high protein hay. Call 916/338-4457.

OAT HAY and alfalfa hay for sale. Truck or trailer load lots. Ed Whitchurch Phone 707/725-2111.

## HOW TO STORE

And care of stored grains. Send for details to: Grain, Box 641, Gruver, TX 79040.

It's To Your Advantage  
To Go  
M A D

## COTTONSEED MEAL protein block with Selenium and Phosphorus. Stan Taylor, 501/947-4661.

RANCHES  
or RENT or LEASE 14FOR LEASE 4, northern Nevada  
acres. 1/4 acres. 2,460 acres.  
1,200 acres. 2,000 acres. We are  
willing to lease small or large parcels  
on a long or short term basis.  
Areas include good water, for  
irrigation, with irrigation, irrigated  
center pivots, wheel lines, flood  
irrigation or underground mainline  
irrigated soil systems. One,  
100,000 cu. ft. potato warehouse  
available. Contact: Nevada First  
Corporation, Box N, Winnemucca,  
NV 89044. 707/423-5566.RANCHES or PASTURE  
ANTED 15WANTED Winter pasture, 200  
to 400 head. North Sacramento, Mariposa  
area. 702/578-1347 or  
lease 1,000 to 3,000 acres.

## PASTURES AVAILABLE 17

PASTURE AVAILABLE for 7,000  
stock. 201/673-1662 or 803/  
400-0162.BUSINESS  
INVESTMENTS 19

## DRYLAND PASTURE

Top growth, cut pasture, with  
or without supervision. 2162  
Ranchero, phone 207/255-5178,  
days: 202/431-1080, evenings:FOR 1981-82: good summer  
pasture, 1000 acres, with  
good water, shelter and good  
calving facilities 400 to 600 pair.  
Would like a one year deal with  
possible renewal. Must have  
contract ready by February 1st.  
P.O. Box 340, Rioja, CO 81650 or  
303/625-5539.CLASSIFIED ADS AREN'T AN EXPENSE  
— THEY'RE AN INVESTMENT! Invest  
in Classified Advertising.RANCHES or PASTURE  
ANTED 15WANTED: 500 to 1,000 acres  
irrigated pasture in Red Bluff,  
California area or bare land with  
available water suitable for  
irrigated pasture. Write Ad Dept.  
310 c/o WLJ.

Classified ads aren't an expense

— they're an investment! Invest  
in Classified Advertising.WANTED: 100 acres or more with  
3000 ft. of frontage. A good working  
400-acre ranch. Experience  
and responsible ranch with excellent  
fodder and personal references.  
A.V. Hall, 13155 North County Rd.  
15, Wellington, CO 80540  
303/686-7500.

## NEVADA'S TOP ...

Range for 50 cows or heifers.  
Grasses, white sage, some  
broom. Total management.  
\$90 per head per month plus  
\$11,000 pairs. No phone.  
Star Rd., Box 62, Alamo, NV  
89001. Give best time to call.Buyer and Seller get acquainted  
through WLJ's Classified Ads.THE CLASSIFIED CORRAL  
WELCOMES STOCKMEN!  
To the 75th Jubilee  
NATIONAL WESTERN STOCK SHOW

## Remember to use the MINI AD DISPLAY

## MAD rate:

\$1.00 more per insertion to have your ad have some of the advantages of the classified regular display ad.

Write the word MAD on your ad order copy, underline the words you prefer in boldface, count the words, figure the cost and add \$1.00 per insertion to take advantage of going MAD.

## Western Livestock Journal's CLASSIFIED CORRAL Handy Order Form.

Mail this coupon to: The Classified Corral, 4th Floor, Livestock Exchg. Building, Denver, CO 80216.

## Bill Incl'd to

Name

Address

City

State

Zip

Run this ad

Lines under (choose category number)

classification

MAD Rate: \$1.00 more per insertion. Check here if MAD is desired.

Blind Box Advertiser—

Add \$0.25 per insertion for forwarding of replies.

Please include telephone area code and zip code.

Phone and address appear in ad.

Use forward ad copy only—Per insertion

10¢ ad if ad scheduled for 3 or more times.

15¢ ad if ad scheduled for 6 or more times.

20¢ ad if ad scheduled for 9 or more times.

25¢ ad if ad scheduled for 12 or more times.

30¢ ad if ad scheduled for 15 or more times.

35¢ ad if ad scheduled for 18 or more times.

40¢ ad if ad scheduled for 21 or more times.

45¢ ad if ad scheduled for 24 or more times.

50¢ ad if ad scheduled for 27 or more times.

55¢ ad if ad scheduled for 30 or more times.

60¢ ad if ad scheduled for 33 or more times.

65¢ ad if ad scheduled for 36 or more times.

70¢ ad if ad scheduled for 39 or more times.

75¢ ad if ad scheduled for 42 or more times.

80¢ ad if ad scheduled for 45 or more times.

85¢ ad if ad scheduled for 48 or more times.

90¢ ad if ad scheduled for 51 or more times.

95¢ ad if ad scheduled for 54 or more times.

100¢ ad if ad scheduled for 57 or more times.

105¢ ad if ad scheduled for 60 or more times.

110¢ ad if ad scheduled for 63 or more times.

115¢ ad if ad scheduled for 66 or more times.

120¢ ad if ad scheduled for 69 or more times.

125¢ ad if ad scheduled for 72 or more times.

130¢ ad if ad scheduled for 75 or more times.

135¢ ad if ad scheduled for 78 or more times.

140¢ ad if ad scheduled for 81 or more times.

145¢ ad if ad scheduled for 84 or more times.

150¢ ad if ad scheduled for 87 or more times.

155¢ ad if ad scheduled for 90 or more times.

160¢ ad if ad scheduled for 93 or more times.

165¢ ad if ad scheduled for 96 or more times.

170¢ ad if ad scheduled for 99 or more times.

175¢ ad if ad scheduled for 102 or more times.

180¢ ad if ad scheduled for 105 or more times.

185¢ ad if ad scheduled for 108 or more times.

190¢ ad if ad scheduled for 111 or more times.

195¢ ad if ad scheduled for 114 or more times.

200¢ ad if ad scheduled for 117 or more times.

205¢ ad if ad scheduled for 120 or more times.

210¢ ad if ad scheduled for 123 or more times.

215¢ ad if ad scheduled for 126 or more times.

220¢ ad if ad scheduled for 129 or more times.

225¢ ad if ad scheduled for 132 or more times.

230¢ ad if ad scheduled for 135 or more times.

235¢ ad if ad scheduled for 138 or more times.

240¢ ad if ad scheduled for 141 or more times.

245¢ ad if ad scheduled for 144 or more times.

250¢ ad if ad scheduled for 147 or more times.

255¢ ad if ad scheduled for 150 or more times.

260¢ ad if ad scheduled for 153 or more times.

265¢ ad if ad scheduled for 156 or more times.

270¢ ad if ad scheduled for 159 or more times.

275¢ ad if ad scheduled for 162 or more times.

280¢ ad if ad scheduled for 165 or more times.

285¢ ad if ad scheduled for 168 or more times.

290¢ ad if ad scheduled for 171 or more times.

295¢ ad if ad scheduled for 174 or more times.

300¢ ad if ad scheduled for 177 or more times.

305¢ ad if ad scheduled for 180 or more times.

310¢ ad if ad scheduled for 183 or more times.

315¢ ad if ad scheduled for 186 or more times.

320¢ ad if ad scheduled for 189 or more times.

325¢ ad if ad scheduled for 192 or more times.

330¢ ad if ad scheduled for 195 or more times.

335¢ ad if ad scheduled for 198 or more times.

340¢ ad if ad scheduled for 201 or more times.

345¢ ad if ad scheduled for 204 or more times.

350¢ ad if ad scheduled for 207 or more times.

355¢ ad if ad scheduled for 210 or more times.

360¢ ad if ad scheduled for 213 or more times.

365¢ ad if ad scheduled for 216 or more times.

370¢ ad if ad scheduled for 219 or more times.

375¢ ad if ad scheduled for 222 or more times.

380¢ ad if ad scheduled for 225 or more times.

385¢ ad if ad scheduled for 228 or more times.

390¢ ad if ad scheduled for 231 or more times.

395¢ ad if ad scheduled for 234 or more times.

400¢ ad if ad scheduled for 237 or more times.

405¢ ad if ad scheduled for 240 or more times.

410¢ ad if ad scheduled for 243 or more times.

415¢ ad if ad scheduled for 246 or more times.

420¢ ad if ad scheduled for 249 or more times.

425¢ ad if ad scheduled for 252 or more times.

430¢ ad if ad scheduled for 255 or more times.

435¢ ad if ad scheduled for 258 or more times.

440¢ ad if ad scheduled for 261 or more times.

445¢ ad if ad scheduled for 264 or more times.

450¢ ad if ad scheduled for 267 or more times.

455¢ ad if ad scheduled for 270 or more times.

460¢ ad if ad scheduled for 273 or more times.

465¢ ad if ad scheduled for 276 or more times.

470¢ ad if ad scheduled for 279 or more times.

475¢ ad if ad scheduled for 282 or more times.

480¢ ad if ad scheduled for 285 or more times.

485¢ ad if ad scheduled for 288 or more times.

490¢ ad if ad scheduled for 291 or more times.

495¢ ad if ad scheduled for 294 or more times.

500¢ ad if ad scheduled for 297 or more times.

505¢ ad if ad scheduled for 300 or more times.

510¢ ad if ad scheduled for 303 or more times.

515¢ ad if ad scheduled for 306 or more times.

520¢ ad if ad scheduled for 309 or more times.

525¢ ad if ad scheduled for 312 or more times.

530¢ ad if ad scheduled for 315 or more times.

535¢ ad if ad scheduled for 318 or more times.

540¢ ad if ad scheduled for 321 or more times.

545¢ ad if ad scheduled for 324 or more times.